

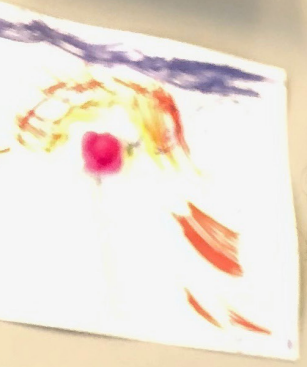
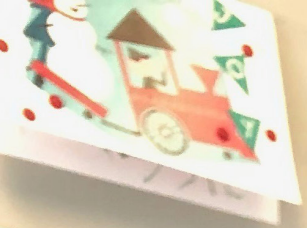


# 2020 Year in Review



**AUDITORY-VERBAL CENTER, INC.**

*Giving Sound & Voice to the Deaf and Hard of Hearing*



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## DEBORAH BRILLING

Executive Director/CEO  
Auditory-Verbal Center, Inc.



# Auditory-Verbal Center

Giving Sound & Voice to the Deaf or Hard of Hearing  
[www.avchears.org](http://www.avchears.org)

Dear Friends of the Auditory-Verbal Center, Inc.

We are proud to present to you the Auditory-Verbal Center, Inc (AVC) 2020 Annual Report representing the financial results for Fiscal Year 2020.

Everyone's world has been turned upside down due to the COVID Pandemic and I am sure you can agree that it has been quite a challenging year. Now, imagine while going through the pandemic, you find out that your baby was born deaf. **More than 90% of deaf and hard of hearing children are born to hearing parents. With no family history of hearing loss, how would you feel or what would you have done?** For many new parents, this is the last thing they thought they would have to deal with.

We focused our efforts on our core vision to "bring people who are deaf or hard of hearing into a lifetime of listening and speaking", serving children and adults, while building our capacity to ensure that AVC remains a sustainable organization.

For 44 years, we have taught deaf and hard of hearing children to listen and speak and have guided and coached their families to be their primary language role models. **Our therapists are trained to develop the listening pathways in a child's brain, laying the foundation for a lifetime of listening and speaking without the need for sign language or lip reading.**

The window of opportunity to learn spoken language after birth is very short, which is why we didn't stop serving our clients due to COVID. We transitioned 100% of our clients to Teletherapy so they could continue to receive the services they needed and not fall behind.

**Despite our challenges this year, in 2020, we have:**

- Served 177 clients in our therapy program
- Served low-income and uninsured families, which is 65% of our caseload
- Enrolled 59 new clients
- Wrote off \$852,577 in Insurance and Medicaid Discounts
- Provided \$54,000 in scholarships for therapy sessions
- Loaned out 31 Teletherapy kits and/or Speakers
- Graduated 12 clients

In support of our continued growth, we have increased charitable contributions and maintained our limited state funding. We have strategically grown our Board of Directors and seek to address business continuity going forward. We also have a Board of Young Professionals to help fundraise and advocate in an effort to reach out to the younger generation.

As always, we need more volunteers and active board members. As you review this report and our continued success, we hope you will become involved. We would greatly appreciate your time and financial support!

Your support and positive commitments are the fuel that keeps us moving forward to make AVC a sustainable organization.

Best regards,

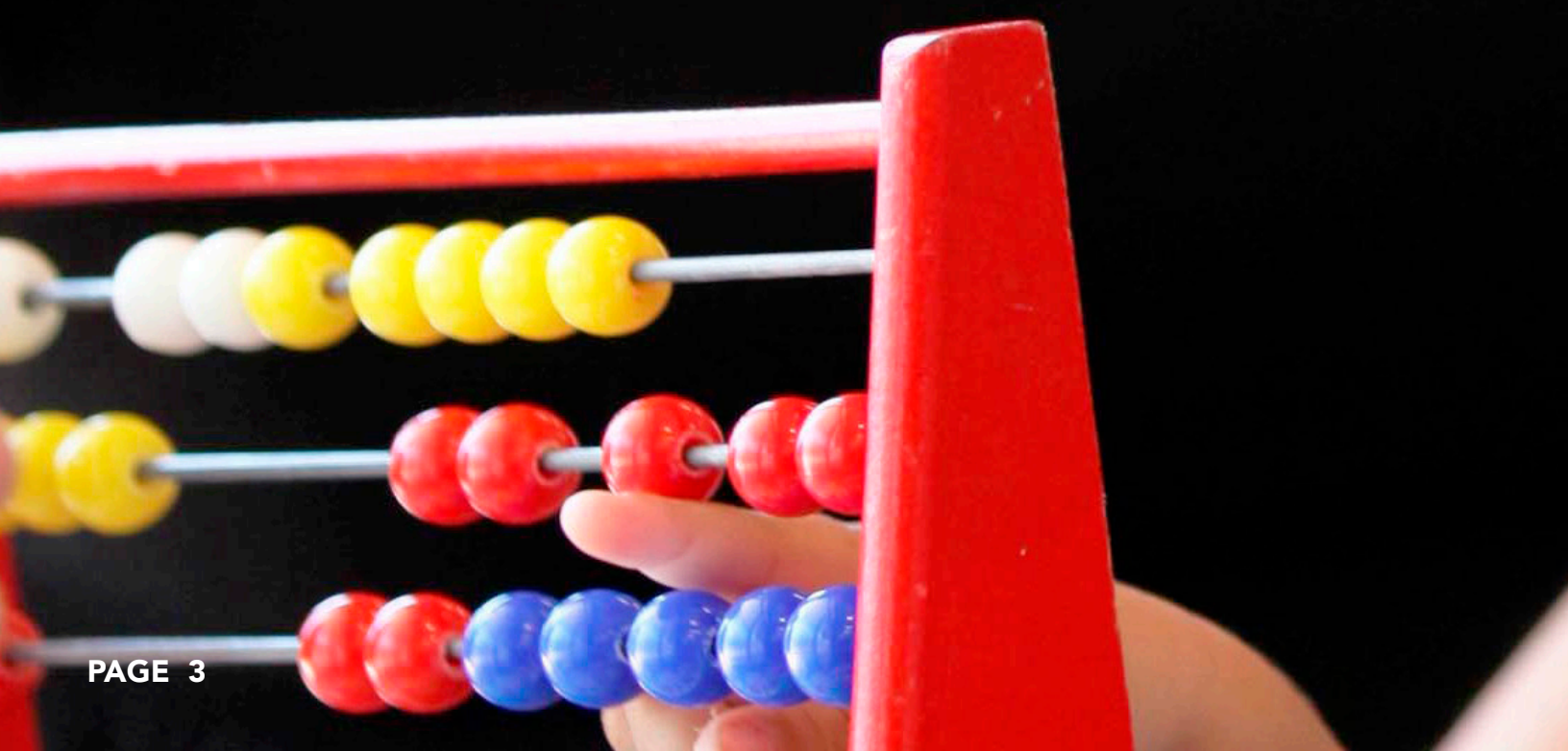
Debbie Brillling  
Executive Director/CEO  
Auditory-Verbal Center, Inc.

# OUR VISION

The Auditory-Verbal Center, Inc. is a premier provider of comprehensive Auditory-Verbal and Audiological Services to infants, children, adults, and their families.

# OUR MISSION

To bring people who are deaf or hard of hearing into a lifetime of listening and speaking.







Almost **50 million Americans** live with hearing loss. As our population ages, that number is **expected to double by 2030**.

- Hearing Health Foundation: Preventing Hearing Loss





# STRATEGY OVERVIEW



## AUDITORY-VERBAL THERAPY

Auditory-Verbal Therapy program that teaches deaf and hard of hearing children to listen and speak *without* the use of sign language or lip reading



## AURAL REHABILITATION

Aural Rehabilitation program is for recent cochlear implant recipients, who already have established spoken language skills.



## TELETHERAPY

Auditory-Verbal Therapy and Aural Rehabilitation conducted virtually at a local TeleHealth Center or an approved venue



## AUDIOLOGY & HEARING AID CLINIC

Identification, assessment, and treatment of hearing disorders for both pediatrics and adults



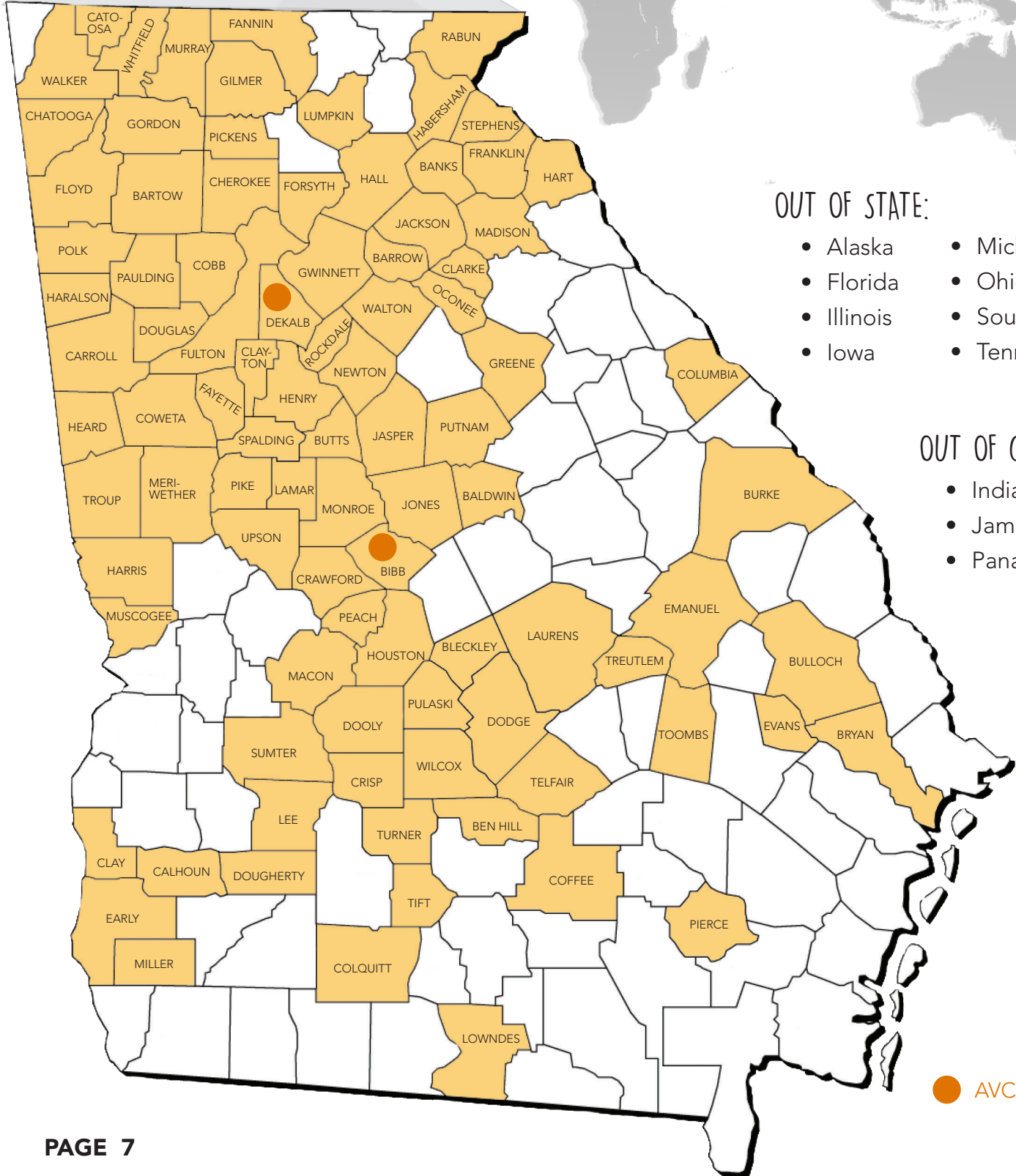
## PROFESSIONAL TRAINING

Program for graduate students and practicing professionals to gain university credit and clinical clock hours towards graduation



# OUR REACH ACROSS THE STATE AND BEYOND

LAST UPDATED: FEBRUARY 2021



## OUT OF STATE:

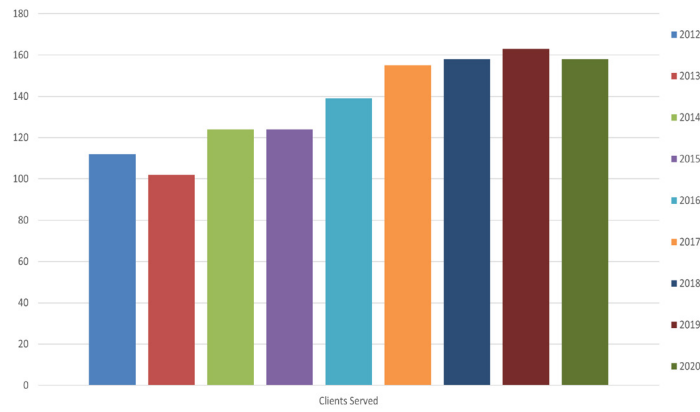
- Alaska
- Florida
- Illinois
- Iowa
- Michigan
- Ohio
- South Carolina
- Tennessee

## OUT OF COUNTRY:

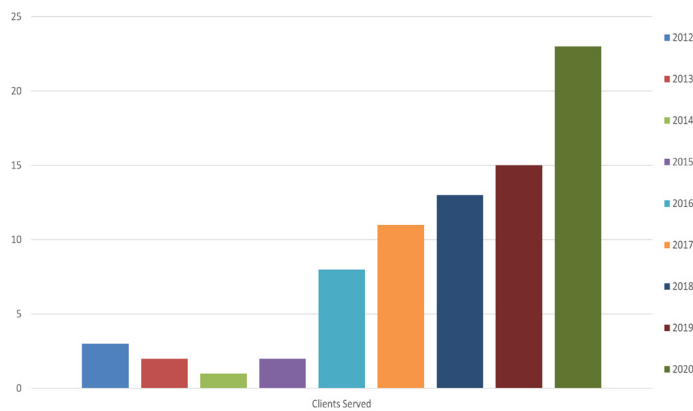
- India
- Jamaica
- Panama

● AVC Locations

## AUDITORY-VERBAL THERAPY CLIENTS SERVED

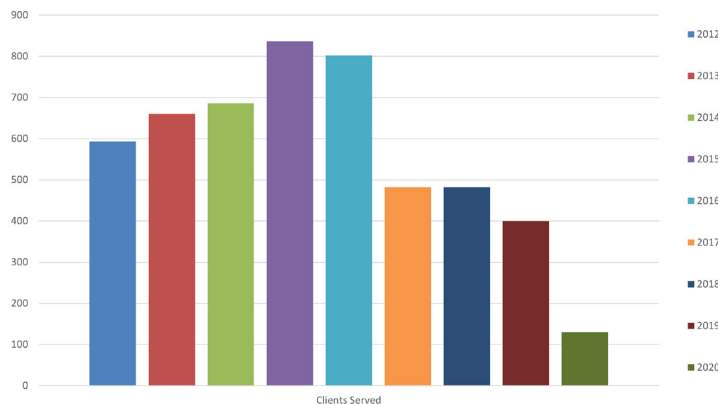


## AURAL REHABILITATION CLIENTS SERVED



## AUDIOLOGY CLIENTS SERVED

*In 2017, we moved Audiology to 2 days a week and in 2020, we moved to one day a week to focus our efforts on our core mission of Auditory-Verbal Therapy and Aural Rehabilitation.*



**12.5% of kids between the ages of 6 and 19** suffer from loss of hearing as a result of using **ear phones or ear buds turned to a high volume setting.**

- Innocaption: Hearing Loss Among Our Teens



# AVC TEAM OF PROFESSIONALS

## Administrative Staff

Executive Director / CEO  
 Operations Manager  
 Insurance Coordinator  
 Insurance Coordinator  
 Development and Community  
 Engagement Coordinator  
 Marketing Coordinator/Office Clerk

Debbie Brillig  
 Delphine Spann  
 Pattie Rivituso  
 Cathy Tao  
  
 Jonathan Brillig  
 Samantha Downton

## Audiology Department

Audiologist

Alexa Murzyn, Au.D., CCC-A, F-AAA

## Auditory-Verbal Therapy Department

Clinical Supervisor, AV Therapist  
 Auditory-Verbal Therapist  
 Auditory-Verbal Therapist  
 Auditory-Verbal Therapist  
 Auditory-Verbal Therapist  
 Auditory-Verbal Therapist  
 Toy Room Coordinator - Atlanta

Alison Tucker, M.Ed., CCC-SLP, LSLC Cert. AVT  
 Lauren Seale, M.Ed., CCC-SLP, LSLC Cert. AVT  
 Sarah Radlinski, M.S., CCC-SLP, LSLC Cert. AVT  
 Jonathan Jolivette, M.S., CCC-SLP, LSLC Cert. AVT  
 Sarah Spencer, M.S., CCC-SLP, LSLC Cert. AVT  
 Brooke Steinwascher, M.S., CCC-SLP  
 Astrida Greco, M.A., LSLC Cert. AVT

## BOARD OF DIRECTORS

*The AVC Board of Directors is legally and morally responsible for all activities of the agency and is solely responsible for determining agency policy, approving the annual budget, and determining the goals of the agency*

Chairman	Roger Green, MSFS, CFP Green Financial Resources, LLC
Secretary	Murray Pascual Retired
Treasurer	Bill Hofius Image Design
Member	Beth Mahaffey AVC Co-Founder
Member	Deborah Brillong AVC Executive Director / CEO
Member	Paula Harmon, MD Pediatric Ear Nose & Throat of Atl.
Member	Terri Ellis-Ewing Wade Ford
Member	N. Wendel Todd, MD Emory Clinic
Member	Artie Ruderman Innovative Growth Solutions
Member	Tanya Brown West Family Chiropractic
Member	Carly Jones, M.Ed., CCC-SLP Whitlow Elementary School



## BOARD OF YOUNG PROFESSIONALS

*The Board of Young Professionals consists of young adults who help advocate for AVC by planning and executing various fundraising events and volunteer projects throughout the year*

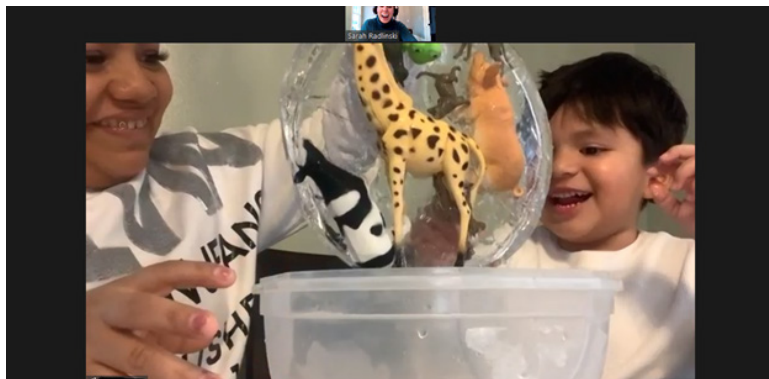
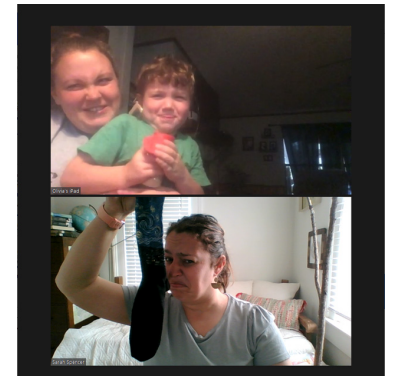
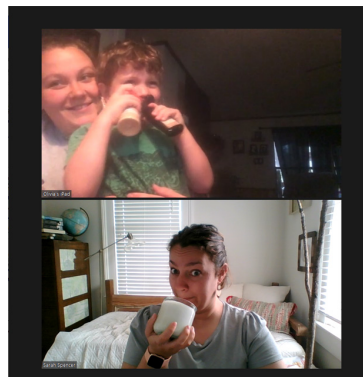
Chairman	Mike Green
Member	Jonathan Brillong
Member	Caleb Tucker, CFA
Member	Miles Schmidt

# TELE THERAPY MOMENTS



**KIYOMI** got to feed her baby doll a piece of banana she cut up to practice function words 'cut' and 'eat' while also learning to follow directions in play!

**CHARLIE** had fun working on a language experience around smells as they sorted things into "things we like" and "things we don't like" (and things that smell good and things that smell yucky).

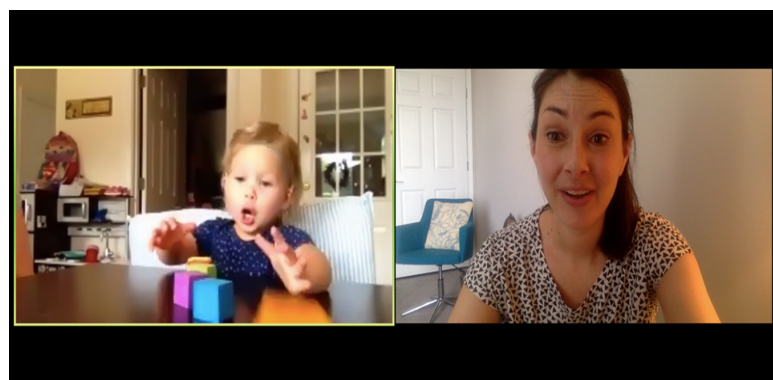


**YAHSHUA** got to practice talking in sentences about the different animals who were so cold and frozen in ice! He loved helping the animals escape by pouring hot water on the ice and melting it, as well as hammering it off!

**JOSHUA** had lots of fun during teletherapy making spring handprint flowers as they practiced function words in Spanish such as "echa" (pour), "sucio" (dirty), "pinta" (paint), and "mas" (more)!



"Oh, the wonderful things Mr. Brown can do!" **SAWYER** loves reading "Mr. Brown Can Moo, Can You?" and while reading it together, Brooke was able to offer the parents strategies to incorporate learning to listen objects with the book!



**AVERIE** had fun playing with blocks during her teletherapy session! She was practicing single words like up, down, stack, and crash. Averie insisted on counting the blocks while she stacked them, and yelling "oh no!" every time they fell!

**MAX** loved making mini-pizzas during his teletherapy session with his Mom and Dad. Max had plenty of opportunities to practice past tense verbs and plurals as well as asking the question "how many/how much?". Teletherapy allows his AV therapist to be right in the family's kitchen and use materials that they have at home.



**WHETHER IN PERSON OR VIA TELETHERAPY,  
WE KNOW HOW TO MAKE LEARNING FUN!**

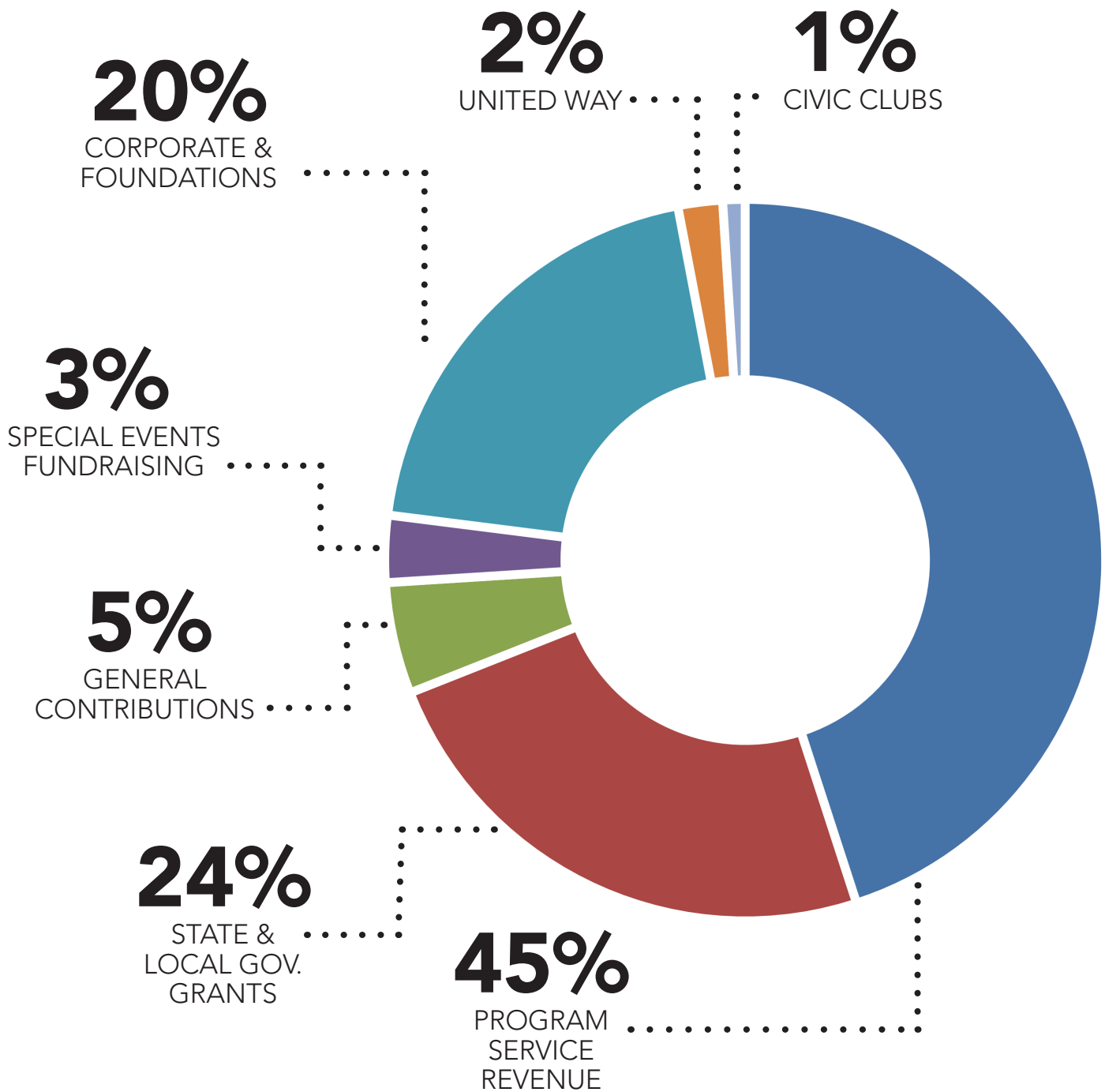
Children with hearing loss who **begin early intervention have significantly better developmental outcomes** than similar children who begin intervention later.

- American Speech-Language-Hearing Association



# SOURCES OF REVENUE

BASED ON THE 2020 BUDGET OF \$1.2 MILLION



CATEGORY  
BREAKDOWN:



**3,942**  
INVOICES



**340**  
INDIVIDUALS



**17**  
CORPORATE &  
FOUNDATIONS



**3**  
STATE & LOCAL  
GOV. GRANTS



**79**  
CIVIC CLUBS



EVERY GIFT HAS AN IMPACT IN FURTHERING OUR MISSION.



FROM THE FAMILIES WE SERVE TO THE CONTRIBUTIONS OF OUR GENEROUS SUPPORTERS, WE ARE CAREFUL STEWARDS OF ALL THAT IS ENTRUSTED TO US.

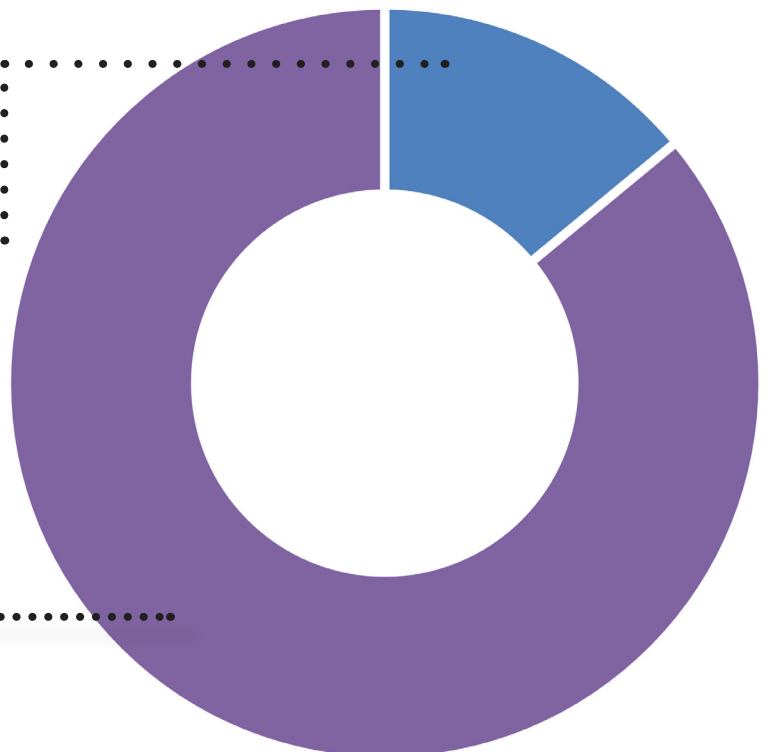
EXPENSES:

**14%**

ADMINISTRATIVE  
AND FUNDRAISING

**86%**

PROGRAM SUPPORT  
FOR AUDITORY-VERBAL  
THERAPY AND AUDIOLOGY





## CORPORATE SUPPORTERS

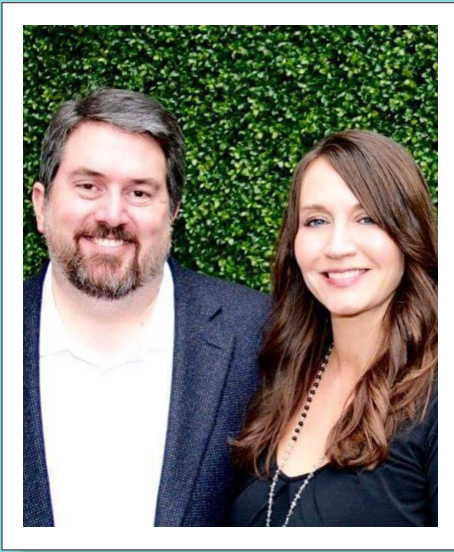


## FOUNDATIONS

Cobb County Friendship Club  
 Francis Wood Wilson Foundation  
 Georgia Power Foundation, Inc.  
 Hear the World Foundation  
 Innovating Worth Projects Foundation  
 James Starr Moore Memorial Foundation  
 Jason Cunningham Charitable Foundation  
 Jessie Parker Williams Foundation  
 John & Mary Franklin Foundation

Joseph B Whitehead Foundation  
 McMaster-Carr Supply Company  
 Oberkotter Foundation  
 Rothkopf Greenberg Family Foundation  
 T. Rowe Price Associates Foundation  
 Tull Charitable Foundation, Inc.  
 United Way of Metropolitan Atlanta  
 Walton EMC Natural Gas

# DONOR TESTIMONIAL



**Russell and Fran Smith**

It's easy to admire Auditory-Verbal Center and appreciate the impact they have on one child's life, let alone the hundreds over the years. What really got our attention was the impact AVC has at the local and state levels. Without AVC, you may have a student that requires IEPs and adds costs to the local school systems. They may grow to an adult that is limited in the jobs they can perform; maybe even requiring ongoing support from the state for years. With AVC, you have a student that can operate on the same level as everyone else; that may not bring any extra costs during school and may not need ongoing support down the road – in fact, all the young adults we know that have graduated from AVC are tax paying citizens of Georgia doing great things. When you look at AVC this way, it's one of the best investments anyone can make, and it's hard not to get excited and cheer for their success. Debbie and her staff are some incredible people doing wonderful things daily.



Those with even a mild hearing loss are **twice as likely to develop dementia.**

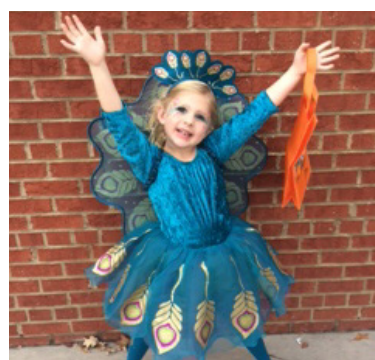
- American Speech-Language-Hearing Association: Untreated Hearing Loss in Adults-A Growing National Epidemic





**60% of the veterans** returning from Iraq and Afghanistan **come home with hearing loss and/or tinnitus**, making it the **#1 war injury**.

- Hearing Health Foundation: Hearing Loss & Tinnitus Statistics



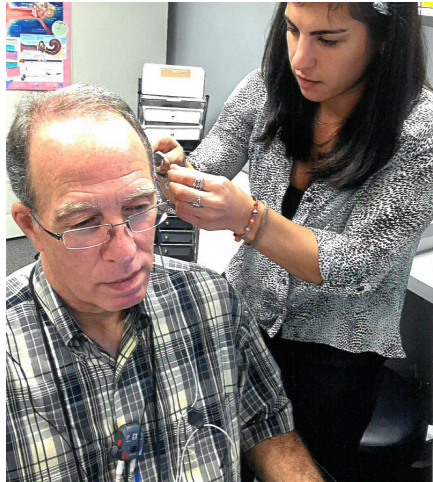
**More than 90 percent** of the deaf and hard of hearing children are **born to hearing parents**.

- National Institute on Deafness and Other Communication Disorders (NIDCD): Quick Statistics





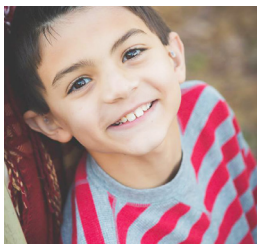
Noise-induced hearing loss may happen slowly over time or suddenly. **Being exposed to everyday noises, such as listening to very loud music, being in a noisy work environment, or using a lawn mower, can lead to hearing loss over many years.**




**Hearing loss is an invisible condition;** we cannot see hearing loss, only its effects. Because the presence of a hearing loss is not visible, **these effects may be attributed to aloofness, confusion, or personality changes.**

- Hearing Loss Association of America

- Hearing Loss Association of America



A woman with a hearing aid is sitting at a desk, looking at a laptop. She is wearing a red sweater and has her hand to her chin, appearing thoughtful. A blue mug is on the desk next to the laptop. The background shows a bookshelf filled with books.

OUR PROGRAMS ARE MADE POSSIBLE  
BY THE CONTINUED SUPPORT FROM  
PEOPLE LIKE YOU.

## INVOLVEMENT OPPORTUNITIES

- Join the AVC Board of Directors or Board of Young Professionals
- Invite us to speak at your company or club to share our story
- Invite us to host a free hearing screening at your company
- Become an event sponsor - Gala, TopGolf, Golf Classic, Spring Picnic, etc.
- Connect us to your Kroger Rewards Program
- Connect us to your AmazonSmile account
- Donate used and broken hearing aids
- Donate Stock
- Establish an Endowment Fund on AVC's behalf
- Donate Monetary Funds

*...and MORE!*

# DONATION

Donations can also be made online at  
[www.avchears.org/donate](http://www.avchears.org/donate)

I would like to make a donation to the Auditory-Verbal Center, Inc. and have enclosed a contribution of:

- Hero \$2,000       Champion \$1,000       Sponsor \$500       Friend \$100       Supporter \$50       Other \$\_\_\_\_\_

Payment Method:

- Check - My check is enclosed and made payable to: **Auditory-Verbal Center, Inc.**  
 Credit Card - Please charge my:      AMEX      DISCOVER      MASTERCARD      VISA  
Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Sec. Code: \_\_\_\_\_

Prefix: \_\_\_\_\_ First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_  
Address: \_\_\_\_\_ Apt: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Home: (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ Cell: (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ Work (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_  
Email: \_\_\_\_\_  
Employer: \_\_\_\_\_ Title: \_\_\_\_\_

## SIGN ME UP!

Please have someone contact me about how I can get involved...

Prefix: \_\_\_\_\_ First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_  
Address: \_\_\_\_\_ Apt: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Home: (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ Cell: (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ Work (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_  
Email: \_\_\_\_\_  
Employer: \_\_\_\_\_ Title: \_\_\_\_\_

Preferred method of contact:     Email       Home Phone       Cell Phone       Work Phone

Best time for contact:     Morning     Afternoon     Evening

I am interested in:

- Board Membership       Volunteer       Sponsorship       Fundraising Committee  
 Donation       Other: \_\_\_\_\_  
 I'm not sure yet



**Auditory-Verbal Center, Inc.**  
*Giving Sound & Voice to the  
Deaf and Hard of Hearing*

**ATLANTA**

1901 Century Boulevard  
Suite 20  
Atlanta, GA 30345  
(404) 633-8911

**MACON**

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Macon, GA 31201  
(478) 741-0019

[avchears.org](http://avchears.org)

